



IAPD Report

TERRY L WESTLUND

CRD# 721852

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When communicating online or investing with any professional, make sure you know who you're dealing with. [Imposters](#) might link to sites like BrokerCheck from [phishing](#) or similar scam websites, or through [social media](#), trying to steal your personal information or your money.

Please contact FINRA with any concerns.



IAPD Information About Representatives

IAPD offers information on all current-and many former representatives. Investors are strongly encouraged to use IAPD to check the background of representatives before deciding to conduct, or continue to conduct, business with them.

What is included in a IAPD report?

IAPD reports for individual representatives include information such as employment history, professional qualifications, disciplinary actions, criminal convictions, civil judgments and arbitration awards.

It is important to note that the information contained in an IAPD report may include pending actions or allegations that may be contested, unresolved or unproven. In the end, these actions or allegations may be resolved in favor of the representative, or concluded through a negotiated settlement with no admission or finding of wrongdoing.

Where did this information come from?

The information contained in IAPD comes from the Investment Adviser Registration Depository (IARD) and FINRA's Central Registration Depository, or CRD, (see more on CRD below) and is a combination of:

- information the states require representatives and firms to submit as part of the registration and licensing process, and
- information that state regulators report regarding disciplinary actions or allegations against representatives.

How current is this information?

Generally, representatives are required to update their professional and disciplinary information in IARD within 30 days.

Need help interpreting this report?

For help understanding how to read this report, please consult NASAA's IAPD Tips page <http://www.nasaa.org/IAPD/IARReports.cfm>

What if I want to check the background of an Individual Broker or Brokerage Firm?

To check the background of an Individual Broker or Brokerage firm, you can search for the firm or individual in IAPD. If your search is successful, click on the link provided to view the available licensing and registration information in FINRA's BrokerCheck website.

Are there other resources I can use to check the background of investment professionals?

It is recommended that you learn as much as possible about an individual representative or Investment Adviser firm before deciding to work with them. Your state securities regulator can help you research individuals and certain firms doing business in your state. The contact information for state securities regulators can be found on the website of the North American Securities Administrators Association <http://www.nasaa.org>



Report Summary

TERRY L WESTLUND (CRD# 721852)

The report summary provides an overview of the representative's professional background and conduct. The information contained in this report has been provided by the representative, investment adviser and/or securities firms, and/or securities regulators as part of the states' investment adviser registration and licensing process. The information contained in this report was last updated by the representative, a previous employing firm, or a securities regulator on **04/28/2026**.

CURRENT EMPLOYERS

	Firm	CRD#	Registered Since
IA	CAMBRIDGE INVESTMENT RESEARCH ADVISORS, INC.	CRD# 134139	03/10/2014

QUALIFICATIONS

This representative is currently registered in **0** SRO(s) and **3** jurisdiction(s).

Is this representative currently Inactive or Suspended with any regulator? **No**

Note: Not all jurisdictions require IAR registration or may have an exemption from registration.

Additional information including this individual's qualification examinations and professional designations is available in the Detailed Report.

REGISTRATION HISTORY

This representative was previously registered with the following firm(s):

	FIRM	CRD#	LOCATION	REGISTRATION DATES
IA	MML INVESTORS SERVICES, LLC	10409	OVERLAND PARK, KS	05/04/2004 - 01/29/2013
B	MML INVESTORS SERVICES, LLC	10409	OVERLAND PARK, KS	06/05/1986 - 01/29/2013
IA	LEGACY FINANCIAL GROUP, INC.	113885	OVERLAND PARK, KS	04/09/2004 - 02/06/2006

For additional registration and employment history details as reported by the individual, refer to the Registration and Employment History section of the Detailed Report.

DISCLOSURE INFORMATION

Disclosure events include certain criminal charges and convictions, formal investigations and disciplinary actions initiated by regulators, customer disputes and arbitrations, and financial disclosures such as bankruptcies and unpaid judgments or liens.

Are there events disclosed about this representative? **Yes**

The following types of events are disclosed about this representative:

Type	Count
Regulatory Event	1
Customer Dispute	1



Qualifications

REGISTRATIONS

This section provides the SRO, states and U.S. territories in which the representative is currently registered and licensed, the category of each registration, and the date on which the registration becomes effective. This section also provides, for each firm with which the representative is currently employed, the address of each location where the representative works. This individual is currently registered with **3** jurisdiction(s) and **0** SRO(s) through his or her employer(s).

Employment 1 of 1

Firm Name: **CAMBRIDGE INVESTMENT RESEARCH ADVISORS, INC.**

Main Address: 1776 PLEASANT PLAIN RD.
FAIRFIELD, IA 52556-8757

Firm ID#: 134139

	Regulator	Registration	Status	Date
IA	Florida	Investment Adviser Representative	Approved	05/15/2026
IA	Kansas	Investment Adviser Representative	Approved	03/10/2014
IA	Texas	Investment Adviser Representative	Restricted Approval	03/14/2014

Branch Office Locations

CAMBRIDGE INVESTMENT RESEARCH ADVISORS, INC.
11225 COLLEGE BLVD
STE 300
OVERLAND PARK, KS 66210

CAMBRIDGE INVESTMENT RESEARCH ADVISORS, INC.
Ft. Lauderdale, FL



Qualifications



PASSED INDUSTRY EXAMS

This section includes all industry exams that the representative has passed. Under limited circumstances, a representative may attain registration after receiving an exam waiver based on a combination of exams the representative has passed and qualifying work experience. Likewise a new exam requirement may be grandfathered based on a representative's specific qualifying work experience. Exam waivers and grandfathering are not included below.

This individual has passed 0 principal/supervisory exams, 2 general industry/product exams, and 1 state securities law exam.

Principal/Supervisory Exams

Exam	Category	Date
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No information reported.

General Industry/Product Exams

Exam	Category	Date
B Direct Participation Programs Representative Examination (S22)	Series 22	08/16/1983
B Investment Company Products/Variable Contracts Representative Examination (S6)	Series 6	12/31/1980

State Securities Law Exams

Exam	Category	Date
B Uniform Securities Agent State Law Examination (S63)	Series 63	04/20/1981



PROFESSIONAL DESIGNATIONS

This section details that the representative has reported **1** professional designation(s).

Chartered Financial Consultant

Only professional designations listed in Question 8 of the Form U4 will appear in this section if the appropriate box is checked and verified by the issuing organization at the time of the filing. Learn more about eligible designations at [IARD](#) and [NASAA](#).



Registration & Employment History

PREVIOUSLY REGISTERED WITH THE FOLLOWING FIRMS

This representative held registrations with the following firms:

	Registration Dates	Firm Name	ID#	Branch Location
IA	05/04/2004 - 01/29/2013	MML INVESTORS SERVICES, LLC	CRD# 10409	OVERLAND PARK, KS
B	06/05/1986 - 01/29/2013	MML INVESTORS SERVICES, LLC	CRD# 10409	OVERLAND PARK, KS
IA	04/09/2004 - 02/06/2006	LEGACY FINANCIAL GROUP, INC.	CRD# 113885	OVERLAND PARK, KS
B	01/05/1981 - 05/07/1986	PML SECURITIES COMPANY	CRD# 4082	

EMPLOYMENT HISTORY

Below is the representative's employment history for up to the last 10 years.

Employment Dates	Employer Name	Position	Investment Related	Employer Location
03/2014 - Present	CAMBRIDGE INVESTMENT RESEARCH ADVISORS INC	SOLICITOR	Y	FAIRFIELD, IA, United States
07/2013 - Present	FINANCIAL DESIGNS, INC.	ADMINISTRATIVE	Y	OVERLAND PARK, KS, United States

OTHER BUSINESS ACTIVITIES

This section includes information, if any, as provided by the representative regarding other business activities the representative is currently engaged in either as a proprietor, partner, officer, director, employee, trustee, agent, or otherwise. This section does not include non-investment related activity that is exclusively charitable, civic, religious, or fraternal and is recognized as tax exempt.

- 1)INDEPENDENT INSURANCE AGENT FOR VARIOUS INDEPENDENT INSURANCE COMPANIES.
- 2)TERRY L AND DEBORAH D WESTLUND, 11517 HIGH DRIVE, LEAWOOD, KS 66211. BEGAN 1/1/2007. NOT INVESTMENT RELATED. DEVOTES 1 HOUR/WEEK, NONE DURING TRADING.
- 3) FINANCIAL DESIGNS PARTNERS, 11225 COLLEGE BLVD, #300, OVERLAND PARK, KS, LIFE INSURANCE PREMIUM PAYOR, 04/01/16, NIR, PARTNER, 0/YR- 0/TRADING
- 3) CIRA, 1776 PLEASANT PLAIN RD, FAIRFIELD, IA, AS ADVISORY REP OF A RIA. INV REL-20/WK-20/TRADING 03/10/14



Disclosure Summary

Disclosure Information

What you should know about reported disclosure events:

(1) Certain thresholds must be met before an event is reported to IARD, for example:

- A law enforcement agency must file formal charges before an Investment Adviser Representative is required to report a particular criminal event.;
- A customer dispute must involve allegations that an Investment Adviser Representative engaged in activity that violates certain rules or conduct governing the industry and that the activity resulted in damages of at least \$5,000.

(2) Disclosure events in IAPD reports come from different sources:

As mentioned in the "About IAPD" section on page 1 of this report, information contained in IAPD comes from Investment Adviser Representatives, firms and regulators. When more than one of these sources reports information for the same disclosure event, all versions of the event will appear in the IAPD report. The different versions will be separated by a solid line with the reporting source labeled.

(3) There are different statuses and dispositions for disclosure events:

- A disclosure event may have a status of *pending*, *on appeal*, or *final*.
 - A "pending" disclosure event involves allegations that have not been proven or formally adjudicated.
 - A disclosure event that is "on appeal" involves allegations that have been adjudicated but are currently being appealed.
 - A "final" disclosure event has been concluded and its resolution is not subject to change.
- A final disclosure event generally has a disposition of *adjudicated*, *settled* or *otherwise resolved*.
 - An "adjudicated" matter includes a disposition by (1) a court of law in a criminal or civil matter, or (2) an administrative panel in an action brought by a regulator that is contested by the party charged with some alleged wrongdoing.
 - A "settled" matter generally represents a disposition wherein the parties involved in a dispute reach an agreement to resolve the matter. Please note that Investment Adviser Representatives and firms may choose to settle customer disputes or regulatory matters for business or other reasons.
 - A "resolved" matter usually includes a disposition wherein no payment is made to the customer or there is no finding of wrongdoing on the part of the Investment Adviser Representative. Such matters generally involve customer disputes.

(4) You may wish to contact the Investment Adviser Representatives to obtain further information regarding any of the disclosure events contained in this IAPD report.



DISCLOSURE EVENT DETAILS

When evaluating this information, please keep in mind that some items may involve pending actions or allegations that may be contested and have not been resolved or proven. The event may, in the end, be withdrawn, dismissed, resolved in favor of the Investment Adviser Representative, or concluded through a negotiated settlement with no admission or finding of wrongdoing.

This report provides the information exactly as it was reported to the Investment Adviser Registration Depository. Some of the specific data fields contained in the report may be blank if the information was not provided.

The following types of events are disclosed about this representative:

Type	Count
Regulatory Event	1
Customer Dispute	1

Regulatory Event

This disclosure event may include a final, formal proceeding initiated by a regulatory authority (e.g., a state securities agency, a federal regulator such as the Securities and Exchange Commission or the Commodities Futures Trading Commission, or a foreign financial regulatory body) for a violation of investment-related rules or regulations. This disclosure event may also include a revocation or suspension of an Investment Adviser Representative's authority to act as an attorney, accountant or federal contractor.

Disclosure 1 of 1

Reporting Source: Regulator

Regulatory Action Initiated By: FINRA

Sanction(s) Sought:

Date Initiated: 04/23/2009

Docket/Case Number: [2008012075301](#)

Employing firm when activity occurred which led to the regulatory action: MML INVESTORS SERVICES, INC.

Product Type:

Allegations: NASD RULES 2110, 3040: WESTLUND PURCHASED AN INTEREST SECURITY IN A PRIVATE OFFERING WITHOUT PROVIDING HIS MEMBER FIRM WITH WRITTEN NOTIFICATION THAT HE INTENDED TO PURCHASE THE INTEREST AND THE MEMBER FIRM DID NOT APPROVE, IN WRITING, OF WESTLUND'S PURCHASE OF THE INTEREST.

Current Status: Final

Resolution: Acceptance, Waiver & Consent(AWC)

Does the order constitute a final order based on violations of any laws or regulations that prohibit fraudulent, manipulative, or deceptive conduct? No



Resolution Date: 04/23/2009

Sanctions Ordered: Civil and Administrative Penalty(ies)/Fine(s)

Regulator Statement WITHOUT ADMITTING OR DENYING THE FINDINGS, WESTLUND
CONSENTED TO THE DESCRIBED SANCTION AND TO THE ENTRY OF
FINDINGS; THEREFORE HE WAS FINED \$10,000. FINES PAID ON 05/14/2009.

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Reporting Source: Individual

Regulatory Action Initiated By: FINRA

Sanction(s) Sought:

Other Sanction(s) Sought:

Date Initiated: 04/23/2009

Docket/Case Number: [2008012075301](#)

Employing firm when activity occurred which led to the regulatory action: MML INVESTORS SERVICES, INC.

Product Type: Other

Other Product Type(s): INTEREST SECURITIES

Allegations: NASD RULES 2110,3040. WESTLUND PURCHASED AN INTEREST SECURITY
IN A PRIVATE OFFERING WITHOUT PROVIDING HIS MEMBER FIRM WITH
WRITTEN NOTIFICATION THAT HE INTENDED TO PURCHASE THE INTEREST
AND THE MEMBER FIRM DID NOT APPROVE, IN WRITING OF WESTLUND'S
PURCHASE OF THE INTEREST

Current Status: Final

Resolution: Acceptance, Waiver & Consent(AWC)

Resolution Date: 04/23/2009

Sanctions Ordered: Monetary/Fine \$10,000.00

Other Sanctions Ordered:

Sanction Details: WITHOUT ADMITTING OR DENYING THE FINDINGS, WESTLUND
CONSENTED TO THE DESCRIBED SANCTION AND THE ENTRY OF
FINDINGS, THEREFORE HE WAS FINED \$10,000.00



Customer Dispute

This section provides information regarding a customer dispute that was reported to the Investment Adviser Registration Depository (IARD) by the Investment Adviser Representative (IAR), an investment adviser and/or securities firm, and/or a securities regulator. The event may include a consumer-initiated, investment-related complaint, arbitration proceeding or civil suit that contains allegations of sales practice violations against the individual.

The customer dispute may be pending or may have resulted in a civil judgment, arbitration award, monetary settlement, closure without action, withdrawal, dismissal, denial, or other outcome.

Disclosure 1 of 1

Reporting Source:	Individual
Employing firm when activities occurred which led to the complaint:	MML INVESTORS SERVICES, INC.
Allegations:	CLIENT ALLEGES MISREPRESENTATIONS AND UNSUITABLE INVESTMENT RECOMMENDATIONS IN THE SALE OF PRIVATELY PLACED OIL AND GAS PARTNERSHIPS.
Product Type:	Other
Other Product Type(s):	OIL AND GAS PARTNERSHIPS
Alleged Damages:	\$250,000.00

Customer Complaint Information

Date Complaint Received:	
Complaint Pending?	No
Status:	Arbitration/Reparation
Status Date:	12/21/2007
Settlement Amount:	

Individual Contribution Amount:

Arbitration Information

Arbitration/Reparation Claim filed with and Docket/Case No.:	FINRA DISPUTE RESOLUTION 07-03498
Date Notice/Process Served:	12/21/2007
Arbitration Pending?	No
Disposition:	Settled
Disposition Date:	12/24/2008
Monetary Compensation Amount:	\$40,000.00
Individual Contribution Amount:	\$20,000.00



End of Report

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